

Tony Dillard is Vice-President of Marketing of Republic Marketing Group, Inc. and has been in the long-term care insurance industry for over a decade. He began as a career agent selling LTCi door to door in small communities in North Texas. A year later he became an independent agent and continued marketing by partnering with the local insurance agents in his community. He was also active in the Greater Wichita Falls Alzheimer's Association and later became their Vice-President. In 1999 Tony moved to the Dallas/Ft. Worth area to work for American Independent Marketing as a regional sales manager and helped agents place more than \$4 million in LTCi premiums in both individual and multi-life LTCi sales.

He has recruited and trained thousands of agents throughout the U.S. to sell LTCi using turnkey selling systems he has developed over the years.

While attending college at Midwestern State University, studying to be a registered nurse, Tony worked as a home health care aide and cared for patients with Alzheimer's & Parkinson's disease. During the early 90's he helped his grandmother take care of his grandfather who was on dialysis. His father was diagnosed with dementia in the late 90's and Tony was his personal caregiver during the last years of his life. Tony's passion for the LTCi industry is a direct result of his care giving experience.

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